807000	37434.37	37434.37	35838.08	33193.07	30551.45	23068.17	23945.75
808000	4211.00	4211.00	2038.47	2038.47	2038.47	2038.47	2038.47
809000	1699.00	1699.00	1534.00	1336.00	1134.60	1134.60	1134.60
810000	7077.67	7077.67	7077.67	6473.67	5993.67	4556.67	4006.67
[illegible]000	15344.12	15344.12	13278.94	11967.04	9327.19	7012.89	4664.49
812[illegible]	3815.45	3815.45	2314.30	2234.30	1338.92	1248.92	841.70
81300[illegible]	10466.03	10466.03	0.00	0.00	0.00	0.00	0.00
815000	261[illegible]	261.30	183.30	0.00	0.00	0.00	0.00
818000	7[illegible].91	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5922.74
821000	1375.08	1375.08	2320.08	2320.08	2232.00	2064.00	1936.00
822000	3484.67	3484.67	3166.96	3242.97	2740.13	2543.25	1455.63
823000	10890.51	10890.51	[illegible]58.[illegible]	[illegible]475.[illegible]	[illegible]34[illegible]	3646.87	3646.87
824000	1380.00	1380.00	[illegible]380.00	[illegible]355.00	[illegible]	175.00	0.00
825000	70425.81	70425.81	[illegible]27.88	61134.37	50390.86	46343.11	40018.42
830000	102.00	102.00	[illegible].00	102.00	102.00	102.00	102.00
835000	103.15	103.15	103[illegible]	103.[illegible]	[illegible]3.15	103.15	79.15
840000	1170.96	1170.96	1170.96	117[illegible]96	1[illegible]96	0.00	0.00
841000	25263.40	25263.40	14358.70	[illegible]24.70	13514[illegible]	11874.70	5527.70
851000	5234.75	5234.75	4832.25	4832.25	4832.25	4832.25	4832.25
860000	114572.93	114572.93	59528.61	59528.61	59528.61	40528.61	40528.61
870000	100833.23	100833.23	47656.60	47656.60	47656.60	47656.60	47656.60
871000	0.00	0.00	0.00	0.00	0.00	0.00	0.00
872000	36000.63	36000.63	25268.89	25268.89	25268.89	25[illegible].89	25268.89
873000	2700.48	2700.48	2525.48	1968.65	1929.43	160[illegible]	1259.28
874000	5810.12	5810.12	5666.74	5666.74	4075.89	2536.8[illegible]	2236.41
876000	1802.97	1802.97	1740.16	1583.54	1546.44	1303.44	1022.27
877000	22980.55	22980.55	22438.14	18806.14	17934.14	17233.81	12206.81
881000	7500.00	7500.00	7500.00	3000.00	3000.00	3000.00	[illegible]000.00
980000	-33375.23	-33375.23	-27268.91	-21854.61	-19135.36	-15461.33	-1[illegible].95
981000	-9972.50	-9972.50	-8867.50	-8262.50	-7407.50	-6152.50	-516[illegible]
982000	0.00	0.00	0.00	0.00	0.00	0.00	0.[illegible]
983000	-29841.66	-29841.66	-755.73	-755.73	-755.73	-755.73	-755.73

Fleet Operating Costs Fall

Fleet operating expenses in 1983 declined for the second year in a row after 10 consecutive years of increases. This is according to the annual operating expense survey conducted by the National Association of Fleet Administrators. A total of 85 fleets, operating more than 75,000 passenger cars, submitted data for the annual survey.

Operating expenses declined about two-thirds of a cent per mile in the "composite" fleet (those fleets that do not break out expenses by the size of car). Operating expenses declined about one cent per mile for compact cars, and approximately one-half cent a mile for mid-size cars.

Using a figure of $1.235 as an average price for a gallon of fuel (the Runzheimer estimate which is exactly half-way between the estimates used by two large fleet management companies), average miles per gallon for compacts was 24.1; the average miles per gallon for mid-size cars was 20.05; and for the composite fleet it was 21.3.

The results of the survey are based on NAFA's recommended classification of automobile expenses. Under this system, fleet costs are divided into three major categories:

Operating Expenses: These costs consist of all expenses directly related to running a vehicle — fuel, oil, tires and tire repair, and normal maintenance and repair. These expenses are computed in cents per mile per car.

Incidental Expenses: These costs consist of licenses and taxes, accident repairs less recoveries, washing, parking and tolls, and miscellaneous expenses. These costs are computed on a dollars per car per month basis.

Standing Expenses: The final category consists of investment costs, either interest paid on purchases or leasing company service charges, depreciation reserve, insurance, and selling costs. Deducted from these expenses are depreciation adjustments (if any) after a vehicle is sold. The standing expenses are also expressed in dollars per car per month.

Subtracted from the incidental and standing expenses are chargebacks or credits for personal use and optional equipment acquired by the company car operator.

Composite Fleet

The largest segment of the survey responses fell into the composite fleet group that consists of those fleets reporting total expenses without breaking out those expenses by car size grouping.

The actual make-up of the composite fleet in the 1983 survey is 2 percent subcompacts, 72 percent

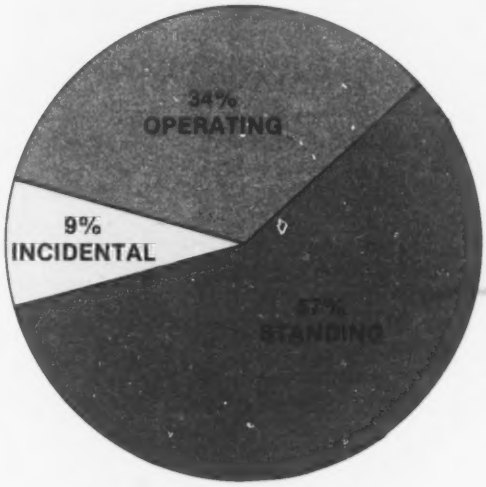
NAFA SURVEY OF OPERATING EXPENSES

Operating Expenses Comparisons Composite Fleets 1981-1983

	1981	1982	1983
Avg. Miles per Month	1,822	1,880	1,821
OPERATING EXPENSES			
(cents cost per car per mile)			
Fuel	$.0745	.0643	.0579
Oil	.0012	.0011	.0016
Tires & Tire Repair	.0059	.0057	.0041
Repair & Maintenance	.0142	.0150	.0157
Total Operating Expenses	$.0958	.0861	.0793
INCIDENTAL EXPENSES			
(dollar cost per car per month)			
License & Taxes	$ 6.23	$ 8.63	$ 9.95
Accident Repairs—Recoveries	8.65	7.39	8.85
Washing	5.04	6.14	4.12
Parking & Tolls	16.48	12.09	11.06
Miscellaneous	3.29	2.98	2.97
Total Incidental Expenses	$39.69	$37.23	$36.95
STANDING EXPENSES			
(dollar cost per car per month)			
Leasing Service Charge or Interest	$ 74.86	$ 76.38	$ 72.05
Depreciation Reserve	154.89	161.37	153.65
Depreciation Adjustment	– 17.56	– 23.06	– 12.38
Selling Expenses	1.35	11.38	5.04
Insurance	21.27	23.94	20.96
Total Standing Expenses	$234.81	$250.01	$239.32
CREDITS			
(Dollar return per car per month)			
Personal Use Credit	$ 41.48	$ 42.28	$ 47.70
NET EXPENSES			
(Incidental expenses plus standing expenses less credits)	$230.87	$244.96	$228.77

Source: NAFA's annual Survey of Operating Expenses, April 1984.

Composite Fleet Breakdown of Expenses



Does not reflect personal use or equipment credits.

Operating Expense Comparisons 1981-1983

Mid-Size Cars

	1981	1982	1983
Avg. Miles per Month	1,799	2,027	2,236
Fuel	.0781	.0748	.0616
Oil	.0010	.0014	.0016
Tires & Tire Repair	.0064	.0053	.0064
Repair & Maintenance	.0118	.0105	.0169
Total Operating Expenses	.0973	.0920	.0865
Avg. price per gallon of fuel	$1.35	$1.36	$1.235
Avg. miles per gallon	17.3	18.2	20.05

Compact Cars

	1981	1982	1983
Avg. Miles per Month	1,794	2,339	2,153
Fuel	.0725	.0627	.0517
Oil	.0011	.0015	.0017
Tires & Tire Repair	.0052	.0040	.0035
Repair & Maintenance	.0123	.0112	.0126
Total Operating Expenses	.0911	.0794	.0695
Avg. price per gallon of fuel	$1.35	$1.36	$1.235
Avg. miles per gallon	18.6	21.8	24.1

NAFA's Recommended Classification of Automobile Expenses

Operating Expenses (Expressed in cents cost per mile)

1. *Fuel.* Include additives, if allowed.
2. *Oil.* Include engine oil, oil additives, if allowed and oil changes. Do not include lubrication or filters.
3. *Tires.* Include purchase of replacement tires, snow and studded tires or cost of studding; deduct adjustments on returns. Include repairs, charges for rotation. Do not include balancing or alignment charges.
4. *Maintenance & Repair.* Include all mechanical and electrical repair, excluding repair of accidental damage. Include chassis lubrication, transmission and hydraulic fluids, wheel balancing and alignment, brake adjustments and towing. Include all charges for regular maintenance and tune-ups. Maintenance & Repair is defined as "all actions taken to keep company vehicles operating at peak efficiency with minimum costs for parts and labor and minimum out-of-service time."

Standing Expenses* (Expressed in dollar cost per car per month)

Expenses incurred in automobile operation that have little or no direct relationship to the mileage a vehicle is driven. The items in this category sometimes are referred to as "Fixed Expenses" or "Non-Variable" expenses. They often are pre-determined and do not vary during the life of the vehicle. These expenses are best expressed in a dollar cost per car per month.

1. *Investment cost.* Include total capitalized cost of vehicle; deduct charges to employees for optional equipment.
   a. For leased fleets, use monthly rental payment.
   b. For company-owned fleets, include interest on money used for purchases.
2. *Depreciation.* Include reserves established at pre-determined rate as well as adjustments after cars are disposed of. If insurance payments for work not performed are included in accident repairs, deduct from adjustments.
3. *Insurance.* Include all amounts actually paid to insurance premiums to provide coverage. Insurance is defined as "The protection purchased against claims of bodily injury or property damage (PD & PL) resulting from accidents; losses resulting from fire, theft, and vandalism. Premiums are usually based on previous experience and losses. Companies can 'self-insure' themselves against collision or medical losses by setting aside periodic reserves for each car in operation."

Incidental Expenses (Expressed in dollar cost per car per month)

Those expenses connected with automobile operation that do not occur on a regular basis, nor are they directly related to mileage or car use. The recommended procedure is to present these expenses in dollars per car per month.

1. *License & Taxes.* Include city and state licenses, Federal, state and city taxes; personal property, sales, use, and rental taxes; registration and license fees; notary public fees; title and transfer fees; inspection fees; permits, and fees for duplicate titles.
2. *Accident Repairs.* Include all labor materials, towing and other expenses resulting from an accident. Deduct payments from insurance companies or others regardless of date of accident; include payments for work not performed.
3. *Washing.* Include all company-paid expense for washing, waxing, and polishing.
4. *Parking and Tolls.* Include all highway, ferry, tunnel, and bridge tolls. Include use of outside parking lots, parking meters, garages, and garage allowances.
5. *Miscellaneous.* Include any items related to the operation of the car not covered elsewhere, such as anti-freeze, flares, seat covers, floor mats, and chains.

**Administrative expenses, if available, should be included in Standing Expense category. They would include salaries of fleet department personnel, share of corporate overhead (rent, light, heat telephone, pro-rate cost of accounting, legal, finance departments, and other services needed for fleet operation).*

GET $MART

Make JIM LUPIENT ENTERPRISES Your Car Company

William J. Monahan, National Fleet Manager

ISUZU · MERCURY LINCOLN · Oldsmobile · BUICK · Plymouth CHRYSLER · NISSAN DATSUN

Nationwide Toll-Free 1-800-328-0608
Minnesota Toll-Free 1-800-742-0518
Local Calls 546-2350

NATIONAL FLEET HEADQUARTERS
JIM LUPIENT ENTERPRISES
7100 WAYZATA BOULEVARD • MINNEAPOLIS, MN 55426

Circle 122 on Inquiry Card

". . . 7.93 cents per mile."

compacts, 24 percent mid-size, and 2 percent large cars. Seventy-eight percent of the cars in the group have 4-cylinder engines; 20 percent have 6-cylinder engines; and 2 percent have 8-cylinder power plants.

The fleets in this group provide well equipped cars for their operators. Ninety-nine percent are air conditioned; 97 percent have automatic transmission; and 100 percent have both power steering and power brakes.

The vehicles in the composite group were kept in service an average of 31.4 months and driven an average of 55,575 miles before being replaced.

Total operating expenses in 1983 amounted to 7.93 cents per mile, down from 8.61 in 1982. Operating expenses have declined more than one cent, and half a mile from the 1981 operating survey results, primarily because of lower fuel costs (estimated at $1.235 during 1983) compared to $1.36 in 1982.

Fuel economy for the group showed a slight increase in 1983, up from 21.1 in 1982 to 21.3 miles per gallon in 1983.

Tire expenses also continued to decline among the fleets in this group, while repairs and maintenance, as well as oil, showed slight increases over the past two years.

Incidental expenses showed a slight decline of less than 50 cents per car per month in 1983, primarily because of lower expenses reported for washing and parking and tolls. License and taxes, as well as accident repairs, increased in 1983.

For the first time in recent years, standing expenses showed a slight decline in 1983. Both service charges and depreciation reserves were less than in 1982, while the depreciation adjustment also dropped during the year.

Personal-use chargebacks continued to increase, going up more than $5 a month in 1983. Combined incidental and standing expenses were $228.77 in 1983, $16 a month less than in 1982, and $2 below the 1981 figure.

Translating the total expenses into dollars gives a figure of $373.18 per month. Expressed in cents per mile, the total cost is 20.5 cents a mile, exactly what the IRS allows for the first 15,000 miles when a driver deducts automobile expenses on an income tax return.

Mid-Size Cars

Total operating expenses for mid-size cars (vehicles with a wheelbase of between 105 and 108 inches and a curb weight of between 2,600 and 3,199 pounds) amounted to 8.65 cents per mile in 1983. This is about one-half cent less than the 9.20 cents per miles reported in 1982.

The cost of fuel declined more than one cent per mile, but much of this saving was offset by a major increase in repair and maintenance costs (up to 1.69 cents per mile in 1983 compared with 1.05 in 1982).

Browning
Oldsmobile • Isuzu

So Cal's *Fastest Growing*
Olds & Isuzu Fleet Dealer

Serving: L.A.
Orange County
The Nation

5½ Acres of
Cars & Trucks

Herb Gottlieb

Rich Sakamoto

Denise Harris

Jo McDowell

Browning
Oldsmobile-Isuzu
18827 Studebaker Rd.
Cerritos, CA 90701
(213) 924-1414
(714) 521-5640

Circle 123 on Inquiry Card

". . . kept in service an average of 29.1 months."

The average miles per gallon consumption by mid-size cars continued to increase in 1983, reaching 20.5, compared to 18.2 in 1982 and 17.3 in 1981.

The cars in the mid-size group were kept in service an average of 26.3 months and driven 58,166 miles before being replaced.

Six percent of the cars in this group were equipped with 4-cylinder engines; 82 percent had 6-cylinder engines; and 12 percent had V8 engines.

Every car in the group was equipped with air conditioning, power brakes, and power steering. More than 99 percent also had automatic transmissions.

Compact Cars

Operating expenses for compact cars fell below 7 cents a mile for the first time in many years. They were above 9 cents a mile in 1981, and just below 8 cents a mile in 1982.

Cars in this group (a wheelbase of between 100 and 104 inches and a curb weight between 2,200 and 2,599 pounds) averaged 24.1 miles per gallon in 1983, an increase of more than two miles a gallon from the 1982 report, and a remarkable increase of almost six miles per gallon since the 1981 survey results were published.

Ninety percent of the cars in the compact group have 4-cylinder engines; the remaining 10 percent are powered by 6-cylinder engines. Every car in the group is equipped with power steering and power brakes, while 99 percent have air conditioning and automatic transmissions.

The cars in the compact group were kept in service an average of 29.1 months and driven 61,746 miles before being replaced.

Canadian fleets participating in the annual operating expense survey had far higher expenses than United States fleets. The average for the group was slightly more than 13 cents a mile. The largest portion of this, of course, was for fuel, almost 10 cents a mile. This figure is based on an average cost of 50 cents a liter, which translates to approximately $1.90 a gallon. Fleet expenses in Canada were also higher for oil, tires, and repairs and maintenance — every category of operating expenses.

Fifty-five percent of the Canadian fleet consists of compacts; 42 percent are mid-size cars, and 3 percent are large cars. One-third of the Canadian cars in the survey have 4-cylinder engines; 66 percent have 6-cylinder engines; and 1 percent have 8-cylinder engines.

Seventy-eight percent of the Canadian cars are air conditioned; 99 percent have automatic transmission; and 100 percent have both power steering and power brakes.

The Canadian cars were kept in service an average of 32 months and driven 49,491 miles before being replaced. AF

Transportation Costs Robbing You?

Buy only the Service you need Door to Door — Anywhere!

Save Mileage/ Use of Vehicle

By Truck NY – LA **$843**

STANDARD DELIVERY BY QUALIFIED TRAVELERS NY – LA $210

Fastest Delivery Possible 24 Hours Notice NY – LA **$1,330**

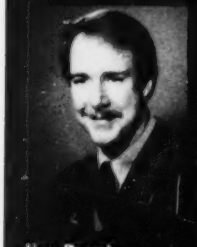
FOR FULL DETAILS ON ALL SERVICES CALL 800-621-4155 FREE

AUTO DRIVEAWAY CO.
310 S. Michigan Ave.
Chicago, IL 60604

In Illinois 312-939-3600
In Canada Call Collect 312-341-1050
In Hawaii Call 536-8668

Circle 124 on Inquiry Card

Brest For BUICK-CHEVROLET DATSUN



Nationwide

Jim Borek, Director, Fleet Sales

Bob Brest, President

▪ Nationwide Delivery ▪ Lease ▪ Purchase ▪
Buy back at highest return
Document anywhere

CALL AND SAVE

Bob Brest Buick, Inc.
770 Lynnway
Lynn, Massachusets 01905

(617) 599-1200 or 598-5510

Circle 125 on Inquiry Card

Used Cars

The following are average car prices for the period ending May 2, 1984. Prices are based on wholesale activity at major dealer auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
82 AMC CONCORD			
Sdn 6-4	3945	3985	3907
Sta Wgn	4150	4192	4108
81 AMC CONCORD			
Sdn 6-4 Dr	3184	3218	3153
Sta Wgn	3353	3386	3318
82 BUICK SKYLARK			
Sdn	4365	4687	4589
81 BUICK SKYLARK			
Sdn	3789	3829	3753
82 BUICK REGAL			
Turbo Cpe	6520	6585	6455
Cpe	6317	6381	6255
81 BUICK REGAL			
Turbo Cpe	5759	5817	5702
Cpe	5561	5615	5504
82 BUICK LESABRE			
Sdn	7068	7140	6997
81 BUICK LESABRE			
Sdn	5485	5542	5430
82 CADILLAC			
Cpe DeVille	10816	10925	10710
Sdn DeVille	10751	10858	10645
81 CADILLAC			
Cpe DeVille	8208	8292	8125
Sdn DeVille	8151	8234	8071
82 CHEVY			
Chvt Htchbk 4-Dr	3302	3337	3271
Camaro Cpe8	6994	7064	6925
81 CHEVY			
Chvt Htchbk	2513	2537	2487
Camaro Cpe 8	5345	5398	5292
82 CHEVY CITATION			
Cpe 6	3747	3786	3711
81 CHEVY CITATION			
Cpe 6 Htchbk	3112	3144	3080
82 CHEVY MALIBU			
Sdn	5295	5349	5242
81 CHEVY MALIBU			
Cpe	4144	4184	4103
Sdn	4072	4112	4030
Clas Cpe	4431	4475	4388
82 CHEVY MONTE CARLO			
Cpe	5938	5999	5879
81 CHEVY MONTE CARLO			
Cpe	5274	5329	5223
82 CHEVY IMPALA			
Sdn	5927	5987	5868
Imp Wgn 9	6160	6222	6100
81 CHEVY IMPALA			
Sdn	4739	4787	4960
Cpe	4761	4806	4712
Est Wgn 9	5607	5663	5551
82 CHRYSLER			
LeBaron Sdn	5761	5818	5704
81 CHRYSLER			
Npt Sdn	5029	5077	4979

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
82 DODGE MISER			
4 Dr Htchbk	3365	3400	3332
81 DODGE OMNI			
4 Dr Htchbk	2795	2824	2770
82 DODGE ARIES			
Cpe	4460	4506	4414
81 DODGE ARIES			
Sdn	3797	3836	3757
82 DODGE DIPLOMAT			
Sln Sdn	6086	6147	6025
81 DODGE DIPLOMAT			
Cpe	3977	4017	3936
Sdn	3877	4017	3936
82 FORD FAIRMONT			
Futura Sdn 4 Dr	4140	4181	4098
81 FORD FAIRMONT			
Sdn 4 Dr	3214	3246	3184
82 FORD MUSTANG			
Cpe 4	4330	4376	4288
81 FORD MUSTANG			
Cpe 4	3625	3663	3589
82 FORD GRANADA			
Sdn 8-L	4807	4859	4757
81 FORD GRANADA			
Sdn 8-L	3881	3920	3845
82 FORD LTD			
Sdn	6277	6338	6213
81 FORD LTD			
Sdn	5020	5068	4969
81 FORD ESCORT			
Sdn 4 Dr	2850	2879	2823
82 FORD CROWN VIC			
Sdn	7066	7138	6994
81 FORD CROWN VIC			
Sdn	5687	5742	5630
82 FORD THUNDERBIRD			
Cpe	6050	6110	5988
81 FORD THUNDERBIRD			
Cpe	5249	5297	5195
82 LINCOLN CONTINENTAL			
Sdn	12291	12413	12170
Mark VI Sdn	12483	12608	12359
81 LINCOLN CONTINENTAL			
Sdn Town Series	8648	8735	8562
Mark VI Sdn	10521	10626	10415
82 MERCURY COUGAR			
GS Cpe	4847	4894	4799
Sdn	4847	4894	4799
81 MERCURY COUGAR			
Cpe	3916	3957	3877
Sdn	3916	3957	3877
81 MERCURY ZEPHYR			
Sdn 2 Dr	3243	3277	3211
82 MERCURY LYNX			
HthBk 3-Dr	3462	3499	3431

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
82 MERCURY MARQUIS			
Sdn	6657	6723	6591
81 MERCURY MARQUIS			
Sdn	5335	5388	5282
Wgn-2	5450	5507	5396
82 OLDS CIERA			
Cpe	5835	5895	5777
Sdn	5916	5976	5858
82 OLDS CUTLASS SUPREME			
Cpe	6368	6432	6305
Sdn	6123	6186	6063
81 OLDS CUTLASS			
Sdn	5186	5238	5133
Sup Cpe	5561	5615	5504
82 OLDS DELTA			
Sdn	7155	7225	7082
Cpe Royale	7178	7247	7106
81 PLYMOUTH HORIZON MISER			
2 Dr Htchbk	2917	2946	2885
82 PLYMOUTH RELIANT			
Cpe	4445	4492	4405
81 PLYMOUTH RELIANT			
Cpe	3783	3819	3746
81 PONTIAC FIREBIRD			
Cpe 8	7044	7114	6974
81 PONTIAC LEMANS			
Cpe 8	4339	4383	4295
82 PONTIAC PHOENIX			
Cpe	4447	4492	4404
Htchbk Sdn	4447	4492	4404
81 PONTIAC PHOENIX			
Cpe 6	3504	3598	3524
81 PONTIAC CATALINA			
Sdn	4491	5038	4940
Bonneville Sdn	5507	5563	5453
82 VOLKSWAGEN RABBIT			
2 Dr Htchbk	3952	3992	3912
81 VOLKSWAGEN RABBIT			
2-Dr Htchbk	3195	3227	3163
82 DATSUN			
210 2 Dr Std Sdn	3372	3406	3340
Sentra 2 Dr Std Sdn	3737	3774	3699
Stanza Hbk 4 Dr DLX	4877	4926	4829
81 DATSUN			
210 Std 2 Dr	2803	2831	2775
510 2 Dr Sdn	3573	3609	3538
810 DL 4 Dr	5494	5549	5439
82 TOYOTA			
Corolla Sedan 2 Dr	4380	4424	4336
Celica St Cpe	5628	5684	5572
Corona Sdn Lux	5778	5836	5720
81 TOYOTA			
Corolla 2 Dr Sdn Dlx	3504	3540	3469
Celica St Spt Cpe	4339	4382	4296
Corona Sdn 4 Dr DLK	3960	3999	3921